

## Message Text

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47

ACTION NEA-10

INFO OCT-01 ISO-00 NEAE-00 EB-07 /018 W

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P R 031205Z JUL 75

FM AMEMBASSY TEL AVIV

TO SECSTATE WASHDC PRIORITY 7377

INFO USDOC WASHDC

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USDOC

FOR ELI BIZIC / PASS LEE COLLINS

E.O. 11652: N/A

TAGS: BBAK, IS

SUBJ: BUSINESS CONSULTATION PROGRAM - VISIT TO TELETYPE CORP

1. FOLLOWING NEW INFORMATION PROVIDED BY JOE PORATH OF KDM  
MAY ASSIST COMMATT COLLINS IN FORTHCOMING MEETING WITH  
TELETYPE CORP EXECUTIVES.

2. PORATH INITIATED MEETING WITH SIMHA SOROKER, DIRECTOR GENERAL  
MINISTRY OF COMMUNICATIONS, WHICH WAS ALSO ATTENDED BY  
GIDEON LEV, CHIEF ENGINEER, AND OTHER KEY ENGINEERS OF MINISTRY.

3. PORATH EMPHASIZED TELETYPE IS NOT REPEAT NOT INTERESTED IN  
ESTABLISHING OR BEING CONNECTED IN ANY MANNER WITH A MANUFACTURING  
OR AN ASSEMBLY FACILITY IN ISRAEL. THEREFORE AUERWATER, VICE  
PRESIDENT OF TELETYPE, DOES NOT SEE ADVANTAGE IN VISITING ISRAEL  
ONLY TO REITERATE THIS FACT. THIS WAS MADE CLEAR TO SOROKER.

4. ACCORDING TO PORATH, SOROKER RESPONDED BY ADMITTING THAT TELETYPE  
EQIPMENT IS DEPENDABLE AND CHEAPER THAN SIMILAR EQUIPMENT.  
HOWEVER, SOROKER STILL WANTS TO MEET WITH A TELETYPE REPRESENTATIVE  
IN ORDER TO SHOW HIM VARIOUS GOI AND PRIVATE ESTABLISHMENTS, THUS  
IMPRESSING HIM WITH GREAT POTENTIAL MARKET IN ISRAEL. PORATH  
REPORTS THAT SOROKER INDICATED THAT HE DOES NOT EXPECT ANOUTRIGHT  
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ACCEPTANCE OF EXTENSIVE INVOLVEMENT IN ISRAEL. HE MERELY WOULD

LIKE TO PRESENT FACTS FIRST-HAND AND WOULD NOT EXPECT AN IMMEDIATE DECISION.

5. PORATH ALSO INFORMED EMBASSY THAT MINISTRY OF COMMUNICATIONS EXPECTS

TO ORDER 500 UNITS SOON, 200 OF WHICH IN HEBREW. THEREFORE, VISIT BY A TELETYPE REPRESENTATIVE COULD BOTH SWAY INITIAL ORDER, AND ENABLE SOROKER TO MAKE HIS PITCH.

6. FYI - IT SEEMS THAT A LOWER RANKING EXECUTIVE THAN AUERWATER WOULD BE ACCEPTABLE.

TOON

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Draft Date:** 03 JUL 1975  
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**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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